



# SaizenREIT) 最善

Presentation

*March 2010*

Prepared by  
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(Manager of Saizen REIT)

[www.saizenreit.com.sg](http://www.saizenreit.com.sg)

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# Key Highlights

## ➤ **Distribution**

- Expect to start accumulating cash for distribution in the last quarter (April 2010 to June 2010)
- On track to resume distribution for current financial year ending 30 June 2010

## ➤ **Credit market and financing**

- Management Team is hopeful of making progress in securing new financing
  - Financing environment in Japan has stabilised
  - Unencumbered properties of about JPY 16 billion
  - Relatively low overall leverage
  - Saizen REIT's listing status
- YK Shintoku Loan (maturity default)
  - Interest rate increased from 3.07% to 7.07% per annum
  - Do not expect immediate foreclosure by lender
- YK Keizan Loan
  - New repayment terms (final payment in April 2010)

# Key Highlights

Company	Maturity date	Prevailing Interest Rate	Loan Amount JPY (million)	Property Value JPY (million)
YK Shinzan	-	-	-	4,798.1
YK Kokkei	-	-	-	1,427.0
YK Shingen	-	-	-	9,758.1
YK Keizan	Apr 2010	3.63%	586.3 - <i>CMBS</i>	2,758.4
			<b>586.3</b>	<b>18,741.6</b>
GK Chosei	May 2011	3.30625%	454.8 - <i>Orix Corporation</i>	552.1
GK Choan	Jul 2011	2.66%	5,900.0 - <i>Societe Generale</i>	10,767.3
YK JOF	Sep 2019	3.50%	1,000.0 - <i>Mizuho Bank Ltd</i>	2,269.7
GK Chogen	Mar 2023	3.075%	317.4 - <i>The Higo Bank, Ltd</i>	656.0
YK Shintoku	Maturity default	7.07%	7,253.2 - <i>CMBS</i>	9,078.7
			<b>15,511.7</b>	<b>42,065.4</b>

# Key Highlights

## ➤ **Operations remain stable**

- Property operations remain stable
- Average tenant turnover at 22% in FY2009 vs 21% in FY2008
- Rental reversion of new contracts entered into from July to December 2009 only marginally lower
- Occupancy rate remained stable above 90% since FY2008

## ➤ **Investment opportunities**

- Attractive investment opportunities exist, including in central areas of Tokyo
- Such opportunities will be explored as appropriate

# Key Financial Information

<b>NAV per Unit<sup>(1)</sup> as at 31 December 2009</b>	<b>JPY26.06 S\$0.40</b>
NAV per Unit <sup>(2)</sup> as at 30 June 2009	JPY26.05 S\$0.40
NAV per Unit as at 30 June 2009 (excluding YK Shintoku <sup>(3)</sup> )	JPY23.49 S\$0.36
Diluted NAV per Unit as at 30 June 2009 <sup>(4)</sup> (adjusted for exercise of warrants)	JPY20.37 S\$0.31
Diluted NAV per Unit as at 30 June 2009 (adjusted for exercise of warrants and excluding YK Shintoku <sup>(3)</sup> )	JPY18.69 S\$0.28
Gearing <sup>(5)</sup> as at 30 June 2009	43.5%
Gearing as at 30 June 2009 (excluding YK Shintoku <sup>(2)</sup> )	36.8%
Gearing as at 30 June 2009 (excluding YK Shintoku and adjusted for repayment of all other CMBS loans <sup>(3)</sup> )	23.3%
Gearing as at 30 June 2009 (excluding YK Shintoku and adjusted for repayment of all other CMBS loans and for exercise of warrants <sup>(6)</sup> )	14.2%

- NAV per Unit as at 31 December 2009 is based on 952,782,055 Units in issue
- NAV per Unit as at 30 June 2009 is based on 949,194,055 Units in issue
- Adjusted for Mizuho loan and repayment of Star Finance loan and decrease in TK contribution
- Diluted NAV per Unit is based on 1,446,357,417 Units and warrant proceeds of S\$44.7 million
- Gearing is equal to the sum of total borrowings divided by the total value of assets
- Assumed the use of warrant proceeds to pay down other loans
- An exchange rate of JPY65.7 : S\$1.00 has been used in the computations above



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